



**AMPLE GRH Funds Available Through September 30!!!**

August 9, 2005  
Fiscal Year 2005  
Issue 3

# WI Rural Housing News Flash



Committed to the future of rural communities.

## GRH FISCAL YEAR 2005 FUNDING STATUS



Approximately 75 percent of the national appropriation of over \$3.28 billion has been utilized during the first 10 months of this fiscal year. Year to date, Wisconsin has obligated 773 GRH loans for a total of \$81.3 million. Compared to a year ago, our GRH loan volume is down about 8 percent; however, Wisconsin ranks ninth nationally in terms of GRH funds utilized this fiscal year.

**Thank you for your support!!!**

**Ample GRH funding should remain available throughout the balance of this fiscal year.**

## MORE BILINGUAL LENDERS NEEDED!

In our last issue, we informed you that we are seeking your assistance to meet our Agency's goal of expanding minority home ownership in Wisconsin this year. We are still trying to expand our current listing of individual loan originators who are fluent in Spanish, Hmong, or other languages on our website to assist non-English speaking appli-

cants who contact our Agency seeking to use the GRH loan program. We would like to obtain complete contact information from bilingual loan originators that includes their name, the lender's name, street address, email address, toll free numbers, link to website, languages spoken, etc. so that we can make appropriate referrals to them.

**Our goal is to provide better access to home ownership for non-English speaking home buyers who are eligible for GRH assistance.**

Please email your bilingual loan originator's contact information to [Julie.Czappa@wi.usda.gov](mailto:Julie.Czappa@wi.usda.gov).

"The USDA is an equal opportunity provider and employer."

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**Do you have a question or just want to learn more about the GRH program?**

**CONTACT US TODAY!**

USDA Rural Development State Office

4949 Kirschling Court  
Stevens Point WI 54481

Phone: 866-GRH-3600

Fax: 715-345-7699

E-Mail: [RD.SFH.SO@wi.usda.gov](mailto:RD.SFH.SO@wi.usda.gov)

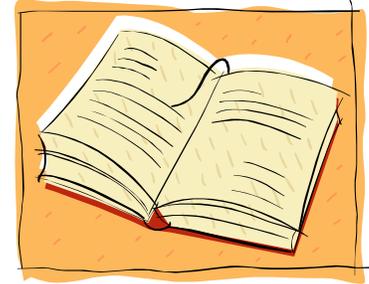


## UPDATES TO ORIGATION AND SERVICING HANDBOOKS

The "What's New?" link on the GRH Loan Origination and Servicing Handbook page has been updated to include a copy of the Administrative Notices (ANs) referred to in this Lender Memo. New GRH program information can be accessed at this link for viewing instead of attaching multiple

documents to this correspondence. The internet address for this page is:

<http://www.rurdev.usda.gov/wi/programs/rhs/sfhq/handbook/new.htm>



## UNDERWRITING ANs REISSUED

On May 4, 2005, **RD AN 4081, Condominium Requirements**, was issued. This AN clarifies the Agency requirements and underwriting lender responsibilities for determining if a condominium is eligible for financing in the GRH loan program. The AN has three tables that describe the types of condominiums approved or accepted by HUD, Fannie

Mae, and Freddie Mac. As in the past, the lender's underwriter will be required to provide a certification to the Agency that the condominium has been approved or accepted by HUD, VA, Fannie Mae, or Freddie Mac in order for the property to be eligible for GRH financing.

On May 6, 2005, **RD AN 4080, Treatment of Applicant Collection Accounts**, was issued to replace RD AN 3970 with the same title. This AN explains the Agency requirements and underwriting lender responsibilities when determining what collection accounts, if any, should be paid by the borrower prior to or at loan closing.

## RESERVATION OF FUNDS



Please continue to fax your Requests for Reservation of Funds

to Rural Development as part of your loan processing so that we can accurately monitor the volume of loans in your pipeline. You will notice that on "Confirmation of Funds" issued after August 1, the expiration date is the end of our fiscal year, September 30, 2005.

If you have previously reserved funds on a loan that will not be closing as a GRH loan, please contact Rural Development to cancel the reservation amount so that the funds can be used by another home buyer.

**USDA RURAL  
DEVELOPMENT WELCOMES  
NEW RURAL DEVELOPMENT  
MANAGER *CLAYTON KANE*  
TO OUR RHINELANDER  
OFFICE!**

USDA Rural Development is pleased to introduce Clayton Kane as our new Rural Development Manager in the Rhinelander Local Office.

Clayton comes to our Agency with over 15 years mortgage lending experience in the private sector and is originally from the Green Bay area.

Feel free to stop by our new office location and meet our new manager if you are in the Rhinelander area.

Welcome Clayton!

**THE USDA RURAL  
DEVELOPMENT  
RHINELANDER OFFICE  
HAS MOVED TO A NEW  
LOCATION**

The USDA Rural Development Local Office in Rhinelander was recently moved to a new office and is now located at:

2187 No. Stevens Street, Suite A  
Rhinelander, WI 54501

The telephone and facsimile numbers remain the same:

Telephone: (715) 362-5941, ext. 4

Fax: (715) 362-3970

**USDA RURAL DEVELOPMENT & GRH LENDERS TEAM UP TO  
SPREAD THE WORD ABOUT THE BENEFITS OF THE GRH PROGRAM!**

**Would you like to get the word out to your customers and community about the benefits of the GRH program, but don't have the time or resources to do it on your own?**

**No problem, we can help!**

Rural Development has developed flyers and inserts that can be used to promote your company and the GRH program together.

Your company logo and contact information can be inserted into the flyers or inserts along with all the great benefits and highlights of the GRH program.

For more information on how your company can benefit from these flyers and inserts, please contact [Julie.Czappa@wi.usda.gov](mailto:Julie.Czappa@wi.usda.gov) or your local USDA Rural Development office.

## RURAL DEVELOPMENT LOCAL OFFICE CONTACTS

### ASHLAND OFFICE

Ashland, Bayfield, Iron & Price Counties  
Iris Sanford (Rural Development Manager)  
715-682-9117 Ext. 4  
[RD.Ashland@wi.usda.gov](mailto:RD.Ashland@wi.usda.gov)

### BARRON OFFICE

Barron, Polk & Rusk Counties  
Cora Schultz (Rural Development Manager)  
715-537-5645 Ext. 4  
[RD.Barron@wi.usda.gov](mailto:RD.Barron@wi.usda.gov)

### BLACK RIVER FALLS OFFICE

Buffalo, Eau Claire, Jackson, Monroe & Trempealeau Counties  
Janeen Folgers & Justine Rufus (Acting Rural Development Managers)  
715-284-4515 Ext. 4  
[RD.BlackRiverFalls@wi.usda.gov](mailto:RD.BlackRiverFalls@wi.usda.gov)

### DODGEVILLE OFFICE

Dane, Grant, Green, Iowa & Lafayette Counties  
Jay Jones (Rural Development Manager)  
608-935-2791 Ext. 4  
[RD.Dodgeville@wi.usda.gov](mailto:RD.Dodgeville@wi.usda.gov)

### ELKHORN OFFICE

Kenosha, Racine, Rock, & Walworth Counties  
Tony Gates (Rural Development Manager)  
262-723-3216 Ext. 4  
[RD.Elkhorn@wi.usda.gov](mailto:RD.Elkhorn@wi.usda.gov)

### FOND DU LAC OFFICE

Calumet, Fond du Lac, Green Lake, Manitowoc, Sheboygan & Winnebago Counties  
Jo Ann Tyree (Rural Development Manager)  
920-907-2976 Ext. 4  
[RD.FondduLac@wi.usda.gov](mailto:RD.FondduLac@wi.usda.gov)

### MENOMONIE OFFICE

Chippewa, Dunn, Pepin, Pierce & St. Croix Counties  
Tom McCarthy (Rural Development Manager)  
715-232-2614 Ext. 4  
[RD.Menomonie@wi.usda.gov](mailto:RD.Menomonie@wi.usda.gov)

### PORTAGE OFFICE

Adams, Columbia, Juneau, Marquette & Sauk Counties  
Julie Giese (Rural Development Manager)  
608-742-5361 Ext. 4  
[RD.Portage@wi.usda.gov](mailto:RD.Portage@wi.usda.gov)

### RHINELANDER OFFICE

Florence, Forest, Langlade, Lincoln, Oneida & Vilas Counties  
Clayton Kane (Rural Development Manager)  
715-362-5941 Ext. 4  
[RD.Rhineland@wi.usda.gov](mailto:RD.Rhineland@wi.usda.gov)

### SHAWANO OFFICE

Brown, Door, Kewaunee, Marinette, Menomoninee, Oconto, Outagamie & Shawano Counties  
Donna Huebner (Rural Development Manager)  
715-524-8522 Ext. 4  
[RD.Shawano@wi.usda.gov](mailto:RD.Shawano@wi.usda.gov)

### SPOONER OFFICE

Burnett, Douglas, Sawyer & Washburn Counties  
I da Moltzen (Rural Development Manager)  
715-635-8228 Ext. 4  
[RD.Spooner@wi.usda.gov](mailto:RD.Spooner@wi.usda.gov)

### STEVENS POINT OFFICE

Clark, Marathon, Portage, Taylor, Waupaca, Waushara & Wood Counties  
Sharon Olson (Rural Development Manager)  
715-346-1313 Ext. 4  
[RD.StevensPoint@wi.usda.gov](mailto:RD.StevensPoint@wi.usda.gov)

### VIROQUA OFFICE

Crawford, La Crosse, Richland & Vernon Counties  
Susan Weber-Johnson (Rural Development Manager)  
608-637-2183 Ext. 4  
[RD.Viroqua@wi.usda.gov](mailto:RD.Viroqua@wi.usda.gov)

### WEST BEND OFFICE

Dodge, Jefferson, Ozaukee, Washington & Waukesha Counties  
Bob Strunz (Rural Development Manager)  
262-335-6850  
[RD.WestBend@wi.usda.gov](mailto:RD.WestBend@wi.usda.gov)

### RURAL DEVELOPMENT STATE OFFICE

ALL Counties  
866-474-3600  
[RD.SFH.SO@wi.usda.gov](mailto:RD.SFH.SO@wi.usda.gov)